

Partners Worldwide



Annual Report
2021



There's a new logo going 'round.

Notice something new? We just launched a new logo that will better serve our global network of Partners. Together, we continue mobilizing long-term, hands-on relationships to grow our dynamic Christian network—and our new visual representation is integral to that mission.

Why the change?

Our former logo was often censored or created barriers in forming full and authentic partnerships, particularly in Asian countries. As time has progressed, this became more than a nuisance. It was actually limiting what we could do in countries where religious symbols are prohibited. After long and careful evaluation and prayer, together with our Global Board of Directors, we decided it was wise to make a change—to protect the people we love and ensure our logo wasn't a barrier standing between us and the people we are compelled to serve.

We will continue to embody our beliefs the way we always have, faithfully pursuing a world without poverty and bringing us to God's covenant. Because yes, we're changing our logo, but our identity will remain the same.

Scan this code to watch Doug talk more about the new logo.



New CEO

As we all know, there's nobody quite like Doug. The person he is and the wisdom he's shared have been gifts from God, and since Doug launched Partners Worldwide 25 years ago he has faithfully pursued its holy calling—to end poverty so that all may have life and have it abundantly. We are grateful Doug has given us ample time to navigate this transition so that the work of Partners Worldwide continues and deepens far beyond what we can imagine.

In preparation for our next CEO, our Succession Team has been hard at work. We assembled a prayer team from the beginning, trusting that God will provide. We worked with PW's senior leadership; the PW Global Board surveyed the global network and gave them a voice in the process. Now, we are preparing to post the opportunity profile and begin position advertising. It is our hope to have a new CEO appointed by late summer and introduced at our International Summit in November. Please continue to pray for this process and discerning God's chosen new leader.

Board Member Sandy Johnson
Chair of the Succession Team



Doug in Uganda (1986)

New Plans

In 2021, Partners Worldwide launched a global conversation to discern strategic directions that will guide our pursuits over the next decade. This process—named Vista 2030—kicked off with a survey of our global stakeholders, followed by regional dialogues and focus groups.

Through this network-wide dialogue, we affirmed the foundations and principles of our work, while also aligning around new priorities for the next decade. We discerned new opportunities to amplify our vision, address root causes of poverty through redemptive marketplace relationships, and develop a more connected global network, therefore increasing access to knowledge, markets, capital, and relational support. In September, we presented our findings and recommendations at the PW Virtual Summit.

As we finalize our strategic directions and submit them for approval by the PW board in February, we look forward to sowing the strategic seeds of Vista 2030. In 10 years, we anticipate looking back on a prosperous decade, celebrating a bountiful harvest of entrepreneurs faithfully pursuing a world without poverty, where all have life and have it abundantly.

VISTA
2030

New Summit

At Partners Worldwide, 2022 is a year for all things new and we're looking forward to sharing some meaningful announcements at our International Summit later this year, including the introduction of our new CEO.

Attend in person or online November 3 and 4 to hear what God is doing in the PW Network around the world. We're counting down the days until we're together in Grand Rapids, MI, providing an opportunity to learn, grow, network, and plan for the future.



PW International Summit 2018

News from Around the World



1. Jose Elvir Latin America and Caribbean

For 2021, the highlights in the region can be described using three words:

Resiliency Our network always rose above the circumstances looking to serve those in greater need.

Faithfulness The faithfulness of our 20+ Local Community Institutions (LCIs) seeking new ways to serve their members, the countless hours and efforts our 80+ BAs and staff invested in serving their partnerships, and the outpouring of generosity of our financial supporters—all confirm that our mission was birthed in God's heart.

Opportunity This year, we were able to onboard 4 new LCIs, connect +\$250K in grant funding to support our partners' sustainability and scalability, disburse +\$200K in loans to our partners for access to capital initiatives, revitalize training and mentoring initiatives, and do so much more. Only God can create opportunities like these in the face of struggle.

In 2022, we will work with our team and partners to launch new access to capital initiatives, develop new agriculture strategies, and embrace innovation and boldness to experience breakthroughs in our work.

2. Martin Mutuku Africa

2021 was a tough year in many ways. After going through 2020, it took a lot of resolve to remain positive, confident, and hopeful versus the natural inclination to despair about the unknowns of the pandemic and world affairs. But that resolve was always present.

As a region, we had some notable highlights in 2021. One was moving into Ethiopia in October, after three years of planning, which was a very special milestone. This marks the 13th country in which PW has active partnerships in Africa region, where we now serve a network of 132,035 micro businesses and small holder farmers through our 33 LCIs.

Despite the odds against us in 2021, we have seen God add to our numbers at a time that most organizations were cutting back. With the growth into Ethiopia, we have restructured the team to three sub-regions of West (Ghana, Nigeria, Cote d'Ivoire, and Liberia), Southern (Zambia, Zimbabwe, South Africa, Swatini, Malawi and Mozambique), and Eastern Africa (Kenya, Uganda, and Ethiopia). Looking forward, we've never been in a better position to serve our partners and drive impact in 2022 and beyond.

3. Ethan Daly United States

The US Region presents a unique opportunity, due to both its challenges and incredible potential. Focusing on four subregions—across the East, West, Midwest, and South—our strategy is to cultivate an anchor institution in a key location that will grow over time and help spur further development in other nearby geographies. This model calls for each location to have a well-equipped team of volunteers, backed by supporting entities that promote the overall advocacy of each local partnership. Several locations are poised for multi-year growth, while many others are set for a solid foundation in the initial phase. PW will be strongly positioned to support these partnerships over the next three years with continued investment from its supporters and funders.

Please pray for restored relationships that foster healing over division. A fundamental understanding of the gospel must be shared

in order to build true cohesion within partnerships. Therefore, we strive toward a unified vision of working together toward a common goal of human flourishing for all.

4. Michael Brian South Asia

The past year has been a time of great learnings in the South Asia region. We used technology—such as WhatsApp, a mobile messaging application—to continue building relationship with our key stakeholders. And instead of cancelling activities that would normally happen in-person, we embraced virtual platforms, so trainings, webinars, workshops, regional, and important meetings could still happen.

During this time, our network, which majorly consists of the informal and small sector businesses, were able to create 2,430 new jobs, sustain 8,147 jobs and train 30,244 participants in micro and SME business curriculum. Amidst 120 million jobs lost in the region, we helped existing businesses to diversify and additionally helped launch 20 new businesses in the region. This year specifically, we put a special focus on training farmers, where we trained over 3,500 farmers in India and Sri Lanka through two different initiatives.

Our vision for 2022 is to innovate, grow, and sustain:

Innovate Digitalize our business curriculum and integrate it with Learning Management System (LMS).

Grow Use the television media to launch value-based business curriculum training to reach a wider audience.

Sustain Create revenue using PW tools like business training and mentoring.

5. Eli Toribio Southeast Asia

The work continues amidst surges, calamities, and war. 2021 remained a challenging year for the region as the Delta variant of Covid-19 surged in Indonesia and the Philippines. In addition, floods and typhoons further hit, making life and work difficult for our whole PW network. Myanmar has remained in a state of civil war for almost a year now, leaving the economy in shambles. Despite these, the work continues and grows. New partnerships

are forged both in Indonesia and the Philippines. Hybrid, blended business training and coaching are conducted. Volunteers are onboarded. Much-needed help, encouragement, prayers, and other forms of support are extended to those most affected and vulnerable.

In 2022, we look forward to taking off church engagement in Indonesia to serve the community and expand the work in a predominantly Muslim nation. We are also launching Agri based enterprises pilots in the Philippines. This will create economic sustainability in the community and help hundreds to thousands of rural families.

We are thankful for the BA Team and churches of our PW network, who have contributed in many ways and helped many of the families affected.

6. David Boyd Canada

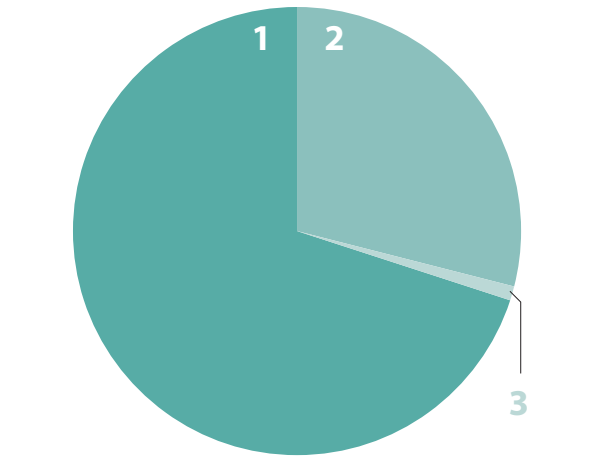
Despite the current global restrictions, PWC has expanded its leadership base. We added a new Canadian Board member (Ken Eerkes), a new Office Coordinator (Ryan Grist), and expanded our support for BA's and partners in British Columbia with Cissy Chan.

Although our BA's could not travel to the field for meetings with their partners, we have seen numerous new major initiatives such as food baskets for our entrepreneur partners in Ecuador (during the lockdown and setting up a new Foundation), Earthquake relief in Haiti, new funding for projects in Eswatini and Sri Lanka, and a doubling of our partnership funding for the year.

For 2022, we are undertaking a new joint job creation and micro-finance project in Zimbabwe with the Pentecostal Assemblies of Canada.

We are supporting new competitive initiatives in Haiti to encourage job creation. We will also develop at least two new BA teams to connect with LCIs looking for more connections. We will support our PWC family in Alberta with new local champions there. We are praying for opportunities to expand our outreach globally creatively.

New Financials

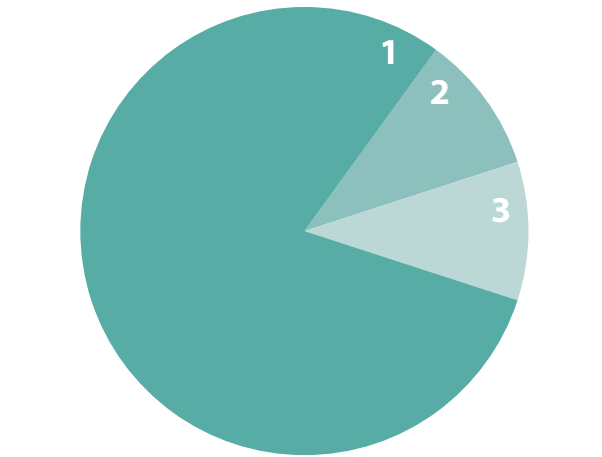


1. Individuals & Businesses (68.0%)	\$5,505,794
2. Investments & Other Revenue (29.8%)	\$2,415,706
3. Churches (2.2%)	\$177,189

Total Revenue \$8,098,689

What caused the surplus this year?

- Increase in donation revenue primarily by donors taking advantage of Isaiah Fund and giving through foundations
- Strong market performance for invested dollars
- Lower travel/volunteer expenses that were pandemic related



1. Partnerships & Programs (80.7%)	\$4,095,810
2. Management (9.2%)	\$466,723
3. Engagement & Fundraising (10.1%)	\$510,994

Total Expenses \$5,073,527

What is PW planning to do with the surplus?

We see the surplus as a welcome sign amidst such challenging times, and we are currently developing a policy that will ensure surplus dollars are used towards our mission.



Transparency and Accountability
The ECFA (Evangelical Council for Financial Accountability) is a third-party organization that evaluates non-profits and endorses Partners Worldwide for its financial stewardship.

New Metrics

254,199
Total
Jobs

15,028
Jobs Created

239,171
Jobs Sustained

\$12,773,363
Loans Distributed

43,977
Graduates of Business
and Ag Training

62%
Female Business Clients

1,012
Volunteers/Mentors

New Land

Stepping into new land: Ethiopia

Ethiopia has an incredibly dense population and significant pockets of extreme poverty. For several years, we have had requests to enter this nation, which is exactly what happened in 2021.

Before PW's officially entering Ethiopia in October 2021, quite some time—about three years—was spent assessing the country. After understanding Ethiopia's social, economic, and political environment, we identified primary needs. In addition, we explored the existence of potential partners that can work alongside PW who share the same vision and mission. Through the findings of the country assessment and recommendations of friends in the PW network, it was decided to add Ethiopia to the global network of Partners Worldwide.

Thanks to an incredibly generous Pillar family, we were able to hire a new Partnership Manager. Stay tuned for further updates as this new story unfolds.



Liya Tadesse,
Ethiopia Partnership Manager

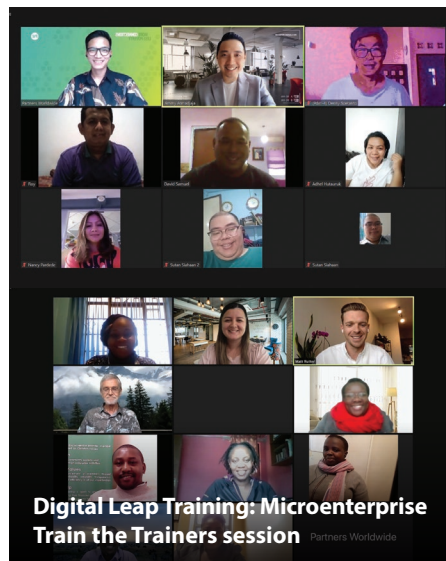
New Initiatives

Making the Digital Leap

For businesses across our network, access to digital platforms and markets is critical. However, there are many gaps preventing access. Our goal is bridging those gaps. Or, as our initiative's name suggests, leaping over them. Informed and created around market insights, our Digital Leap response includes:

- Incorporating digital technology into our PW training programs.
- Building tools/courses to facilitate online training.
- Designing a PW Certification program that will include a digital certificate, and ongoing online follow-up.
- Creating a team of "digital leap" experts to build a platform that will give entrepreneurs access to digital knowledge and tools.

As technology continues to offer new and exciting opportunities, we're making the leap to help entrepreneurs access them, so they can make the leap themselves.



Digital Leap Training: Microenterprise
Train the Trainers session Partners Worldwide

Seed 100: Rural Impact Times 100

70% of extreme global poverty is found in rural communities with a historic focus on agriculture. For us, the most effective way to lift these rural families out of poverty is clear: connecting them to viable market-based agricultural activities that increase incomes. That's why we introduced Seed 100—an initiative to further catalyze agriculture for a world without poverty.

Built on the success of our proven agricultural framework and results, Seed 100 will be the engine to seed innovation and build a pipeline of scalable, investment-ready agri-business models.

We continue exceeding our global goals for the agriculture sector, and Seed 100 will help us achieve the audacious goal we've set: a 100-fold impact on rural poverty.



Women Farmers in Mozambique



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